

Message Text

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SUBJECT: MINING EQUIPMENT TRADE MISSION

1. MISSION VISIT DEEMED EXCEPTIONALLY SUCCESSFUL BY ALL PARTICIPANTS AND THEIR COUNTERPARTS IN LOCAL MINING AND RELATED INDUSTRIES. VISIT ENHANCED BY EXCELLENT HIGH LEVEL COOPERATION FROM GECAMINES AND SODIMIZA.

2. HIGHLIGHTS:

APRIL 27 - BACKGROUND BRIEFING AT POR AND RECEPTION HOSTED BY TEAM ATTENDED BY MOST KEY GOVERNMENT AND INDUSTRIAL OFFICIALS.

APRIL 28 - INDIVIDUAL CONTACTS BETWEEN TEAM MEMBERS, AGENTS, POTENTIAL AGENTS, AND MINING COMPANY REPS. DINNER FOR ENTIRE TEAM HOSTED BY INGERSOLL-RAND.

APRIL 29 - GROUP VISITED TO KOLWEZI, MARKED BY SUCCESSFUL MAXIMUM GECAMINES EFFORT TO ESTABLISH ONE-ON-ONE CONTACTS BETWEEN TEAM SPECIALISTS AND GECAMINES COUNTERPARTS.

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APRIL 30 - MULTIPLE INDIVIDUAL CONTACTS WITH

GEAMINES, SODIMIZA AND EVEN WITH SMTF DESPITE
CONCURRENT COMPANY GOARD MEETING HERE.

MAY 1 - FINAL MORNING CONTACTS, DEBRIEFING
AT CONSULATE, AND DEPARTURE FOR ZAMBIAN COPPERBELT.

3. PRIME PROBLEM, IMPORTED BY MISSION, WAS LONG-
LEAD DELIVERY SCHEDULES FROM COMPANIES VIS-A-VIS
GEAMINES INTENTION BE ON-STREAM WITH NEW PRODUCTION
IN MID-77. NEVERTHELESS, TEAM MEMBERS UNANI-
MOUSLY EXPRESSED SELVES AS:

A) PERSUADED OF GREAT SALES POTENTIAL IN SHABA, AND

B) GREATLY BENEFITTED FROM HAVING SEEN OPPORTUNITIES AND PROBLEM
ON-SITE, AND HAVING MADE OR REINFORCED VALUABLE LOCAL
CONTACTS, AND

C) MOST GRATEFUL DEPARTMENTS COMMERCE, STATE, EMBASSY AND CONSULATE
FOR SUCCESSFUL PLANNING AND OTHER ASSISTANCE RENDERED.

4. SINCE MOST COMPANIES REPRESENTED CONCENTRATED
ON LONGER-TERM PROSPECTS, WE MADE NO ATTEMPT TO
QUANTIFY IMMEDIATE OR SHORT-TERM PREDICTED SALES.
IF POST-MISSION CRITIQUE ESTABLISHES SUCH NUMBRs,
WOULD APPRECIATE BEING INFORMED.

5. TEAM REGRETTED BUT FULLY COMPREHENDED COMPELLING
HEALTH REASONS WHICH NECESSITATED RETURN TO US OF
MISSION DIRECTOR LIEN, AND WISHED HIM SPEEDY RECOVERY.

6. COMMENT: TEAM HIGHLY COMPETENT, SENIOR IN RANK,
SERIOUS IN PURPOSE, MADE VERY FAVORABLE IMPRESSION.
COMPANIES SHOULD BE CONGRATULATED THEIR CHOICE OF
ENVOS. WE NOTE AGAIN, HOWEVER, THAT COMPANIES ABLE
SEND REPS WITH REASONABLE LEVEL OF FRENCH HAVE A LEG
UP. FURTHERMORE, ALTHOUGH CONSULATE WELL AWARE OF
USUAL SCHEDULING CONSTRAINTS WE BELIEVE THAT FUTURE
MINING TRADE MISSIONS COULD PROFITABLY SPEND MINIMUM
3-4 WORKING DAYS IN AREA, ESPECIALLY ALLOWING TIME
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FOR VISIT TO SODIMIZA MINE SITE AND FOR DISCUSSIONS
WITH SMALLER COMPANIES.

7. CONSULATE PLANNING FOR FUTURE MISSIONS WOULD
BENEFIT FROM RECEIPT ANY FURTHER FEEDBACK AVAILABLE
AFTER MEMBER RETURN TO US. JUNIOR

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